



Executive Education Calendar

Autumn 2018

Programme Overview

Business Finance & Financial Training	Training Dates	Duration	Trainer	Fee	HRDA Subsidy	Final fee*
Finance and Accounting for non-financial Managers	16/10, 18/10	14 hours	Olga Kandinskaia	€ 550.00	€ 238.00	€ 312.00
Manage Funds, Portfolios & the Risks in the Financial Services Sector [35 CPDs] <i>Evening classes, 18:00-21:45</i>	05/11, 08/11, 12/11, 15/11, 26/11, 29/11, 03/12, 06/12, 10/12, 13/12	35 hours	Demetris Tsingis, Nicos Pavlides, George Theocharides, Constantinos Papanastasiou	€ 985.00	€ 595.00	€ 390.00
NEW: Understanding Household Financial Behaviour Across Borders	09/11	7 hours	Michalis Haliassos	€ 190.00	€ 0.00	€ 190.00
IFRS UPDATE LIMASSOL [14 CPDs]	05/12, 06/12	14 hours	Frixos Zempylas	€ 320.00	€ 0.00	€ 320.00
NEW: Financial Management of Sport Organisations	28/11, 29/11	14 hours	Peter Clarke	€ 380.00	€ 0.00	€ 380.00
People Management & HR Training						
The Changing Role of HR: Competence Based Human Resource Management	30/10, 01/11, 02/11	21 hours	Constantinos (Dino) Kyritsis	€ 980.00	€ 357.00	€ 623.00
Building and Managing High Performance Work Teams	04/12, 05/12	14 hours	Georgia Stylianidou	€ 550.00	€ 238.00	€ 312.00
Managing People Successfully	15/10, 16/10	14 hours	Hala Yaacoub	€ 550.00	€ 238.00	€ 312.00
NEW: Leadership through Coaching	25/10, 01/11	14 hours	Georgia Stylianidou, Anastasia Andreou	€ 320.00	€ 0.00	€ 320.00
Management & Operations						
Managing Projects using PMI's Standards	12/11, 19/11, 26/11, 03/12, 10/12	35 hours	Andreas Solomou	€ 1,195.00	€ 595.00	€ 600.00
Managing Projects using PMI's Standards LIMASSOL	03/10, 10/10, 17/10, 24/10, 31/10	35 hours	Andreas Solomou	€ 1,195.00	€ 595.00	€ 600.00
Employment Law in Cyprus	TBA	14 hours	Stylios Christoforou	€ 550.00	€ 238.00	€ 312.00
NEW: Επικοινωνία, τεχνικές εξυπηρέτησης πελατών και διαχείρισης παραπόνων	07/11	7 hours	Stephani Dikaiou	€ 190.00	€ 0.00	€ 190.00

Business Strategy	Training Dates	Duration	Trainer	Fee	HRDA Subsidy	Final fee*
NEW: Connect! CRM Digital Transformation Strategy	09/11, 16/11	14 hours	Marios Diogenous	€ 380.00	€ 0.00	€ 380.00
AI and Data Science for Executives and tomorrow's Decision Makers	17/10	6 hours	Stylianos Kampakis	€ 240.00	€ 102.00	€ 138.00
Data Analytics and Business Intelligence using Power BI and Power Pivot for Excel LIMASSOL	27/9, 28/9	14 hours	Dimitris N. Leimonis	€ 380.00	€ 0.00	€ 380.00
Professional Services						
Corporate Administrators Programme <i>Evening classes, 18:00-21:45</i>	19/9, 26/9, 3/10, 10/10, 17/10, 24/10, 31/10, 7/11, 14/11	28 hours	Demetris Savvides	€ 420.00	€ 0.00	€ 420.00
Sales & Marketing						
Competitive Dynamics and Strategic Marketing LIMASSOL	31/10, 07/11	14 hours	Paris Cleanthous	€ 550.00	€ 238.00	€ 312.00
Digital Marketing based on DMI Professional Standards LIMASSOL <i>Evening classes, 18:00-21:45</i>	11/12, 12/12, 14/12, 15/12, 17/12, 18/12, 19/12	28 hours	Mike Berry	€ 1,050.00	€ 0.00	€ 1,050.00
VITAL PROGRAMMES FULLY SUBSIDIZED BY THE HRDA						
Introducing Innovation in the Customer Service Chain to Help the Service Firm Grow Profitably	17/10, 24/10	14 hours + 4 hours company consultation	Paris Cleanthous	€ 1,530.00	€ 1,530.00	€ 0.00
Strategic Marketing Plan for Selling to International Markets	14/11, 21/11	14 hours + 4 hours company consultation	Paris Cleanthous	€ 1,530.00	€ 1,530.00	€ 0.00
Strategic Planning to Fast Track Innovation Based Growth	28/11, 05/12	14 hours + 4 hours company consultation	Paris Cleanthous	€ 1,530.00	€ 1,530.00	€ 0.00

Dates subject to change. Please refer to the website for the latest information or contact us directly at **77772446**.

*No VAT is charged due to CIIM's non-profit status. Fees include tuition, educational material, lunch, coffee breaks and refreshments.